

Why Colorado mountain towns experienced a real estate slowdown this summer

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Remember when a mountain listing lasted about as long as a snowball in July?

Those days are gone.

According to the Colorado Association of Realtors June Market Trends report, the high country isn't cooling off so much as catching its breath. Buyers are still climbing, but they're taking the switchbacks instead of sprinting straight up the slope.

Grand County holds its ground

Ask Grand County realtor Monica Graves what's driving buyers this summer, and she'll tell you it's less about timing the market and more about accepting it.

Shoppers have decided that mid-6% mortgage rates aren't a passing storm. They're the new weather pattern.

Graves says many buyers figure they can "refinance later if rates improve," so why wait?

Winter Park's luxury market stayed strong, Fraser drew value hunters, and Granby kept pulling in buyers with builder incentives.

Grand Lake, meanwhile, is riding its usual summer wave of lake lovers and cabin dreamers.

Evergreen and the foothills find their footing

Evergreen realtor Julia Purrington Paluck describes a season that feels calmer than the recent past, almost like the market exhaled.

Median single-family prices there climbed 3.1% to \$726,000, even as days on market stretched to 35. Sellers aren't slashing prices.

Instead, they're sweetening deals with concessions and rate buydowns. It's less a fire sale and more a handshake.

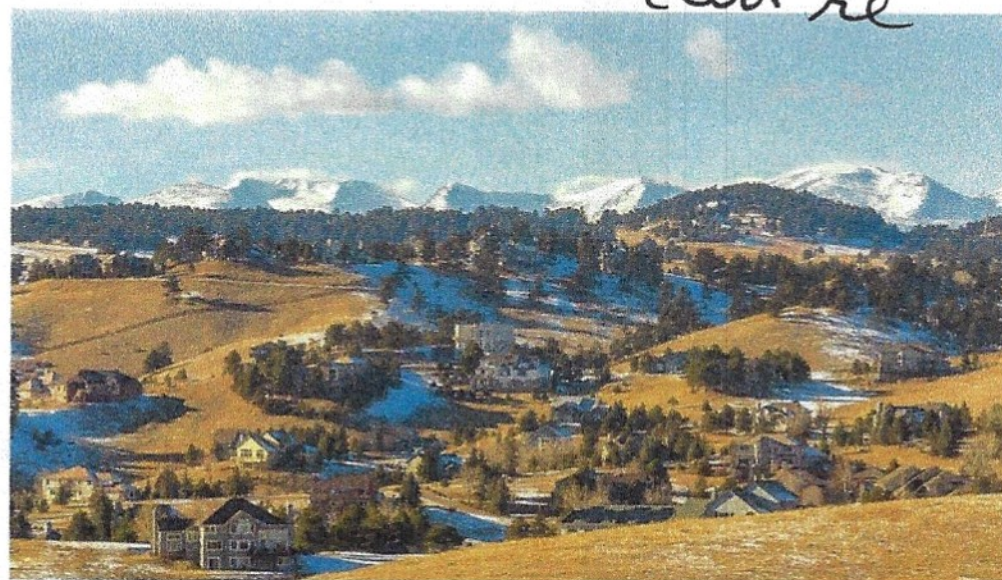
Steamboat's inventory sprint

Up in Routt County, buyers pounced fast when new listings hit. Steamboat Springs realtor Marci Valicenti notes that homes selling in June averaged just 24 days on market, down from 92 days a year earlier.

That's not a market cooling. That's a market that finally has something worth grabbing.

Summit County stays cool under pressure

Frisco topped out at a breezy 77 degrees in June while much of the country baked near triple digits, and buyers noticed.



Summit-area realtor Dana Cottrell says the region's sales climbed nearly 37% year over year, proof that mountain air sells almost as well as mountain views.

Telluride buyers get choosy

Down in San Miguel County, dollar volume rose even as transaction counts fell.

Telluride realtor George Harvey puts it simply: buyers know exactly what they want, right down to the finish, and they're passing on anything that doesn't fit the wish list.

The bottom line for mountain buyers and sellers

So, what's the takeaway? This isn't a market crashing, and it isn't a market sprinting either.

It's a market walking, deliberately, uphill. Sellers who price honestly and present their homes well are still closing deals.

Buyers who do their homework are still finding room to negotiate.

Mountain living hasn't lost its appeal. It's just asking everyone to slow down.

Sara B. Hansen has been an editor and writer for more than 20 years. Her professional background includes editing positions at The Denver Post, The Des Moines Register, The Fort Collins Coloradoan, and At Home with Century 21. She's also the founder and editor of DogsBestLife.com and the author of "The Complete Guide to Cocker Spaniels."